

# EMPLOYEE MOTIVATION WORKSHOP

## RATIONALE:

Motivation dissected is "motive" and "action." Managers trained to identify motives which are real and consistent with employees' value systems and self-images will increase productivity and create more job satisfaction within the company.

## OBJECTIVE:

To acquaint management and supervisory personnel with the latest approaches of motivating employees to greater productivity.

## METHOD:

To learn the three basic types of motivation and their manifestations on the work scene, participants experience behavior characteristics and thought patterns of each motivation type. They experience a demonstration of the relationship between motivation and goal setting. Job-related motivational problems are experienced and solved.

## OUTLINE:

- 1) Alternative methods of personal motivation.
- 2) Work climate motivation.
- 3) Job enrichment.
- 4) Non-financial currency.
- 5) Three motivations for business success.
- 6) Characteristics of achievement motivation.
- 7) Methods to build achievement motivation.
- 8) Achievement imagery.

## AGENDA:

*Friday, October 7, 1988*

*8:30 - 11:30 Workshop*  
*7:00 - 10:00 Workshop*

*You may attend both workshops,  
if you wish--for the price of one!*

*(In the DCCC Little Theatre)*

## ABOUT THE SPEAKER:

Workshop attendees in this area are well acquainted with Joe Gilliam. He has presented many workshops in Dodge City. He is associated with Jack Parr Associates in Salina, Kansas and is a well known speaker, seminar leader and management consultant. His background includes T.V. broadcasting, teacher, educational administrator and pastor of the Bible Baptist Church in Salina. Joe received a Bachelor's and Master's degree from Bob Jones University in Greenville, South Carolina and a Masters in Educational Administration from Kansas State University. His talks are motivational, humorous, and have a message! You will agree, Joe Gilliam knows people, and he makes learning about them interesting and enjoyable.

## REGISTRATION:

Pre-registration is a requirement to guarantee availability of materials. All registration charges may be paid by either credit card (VISA or Master Card), check or purchase orders. When paying by personal check, registration is official when DCCC receives your check.

If additional information is needed, call Harold Marconnette or Connie Hudnett at (316) 225-1321, or you may register by telephone. DCCC Telephone Registration will be open from Monday through Friday, 8:30 - 4:00, except on college holidays. To REGISTER BY PHONE, CALL (316) 225-4114. If this line is busy, it is possible to reach the operator through the DCCC switchboard at our regular number: (316) 225-1321, and ask for the phone registration operator. Please have the following information available:

- 1) Social Security Number;
- 2) Name and Date of courses;
- 3) your Credit Card Number and your Credit Card Expiration date;
- 4) Purchase Order Number.

## FEES:

\$15.00 (FOR BOTH WORKSHOPS!) Enroll 5 people, and the 6th is FREE!

Please make checks payable to Dodge City Community College, and mail them to: Dodge City Community College, Attention: Business Office, 2501 North 14th Avenue, Dodge City, Kansas 67801-2399.



**LOCATION:**

The workshop will be held in the Little Theatre at DCCC, 2501 N. 14th Avenue, Dodge City, Kansas. Parking is available in the south parking lot.

**REGISTRATION CANCELLATION:**

Requests for registration fee refunds will be honored if cancellation notice is received 48 hours prior to the workshop date.

**WORKSHOP CANCELLATION POLICY:**

DCCC reserves the right to cancel any workshop that does not meet enrollment quota. In case of inclement weather, those pre-registered will be notified by phone if possible.

- *Few investments pay higher dividends than those you make in people and planning*
- *Employee Motivation Techniques to provide enhanced job performance*
- *Alternative methods of personal motivation*
- *Working together with your employees to achieve success*
- *Productivity increased and turnover dropped through improved employee morale*

NON-PROFIT ORGANIZATION

U.S. Postage

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Dodge City, KS 67801

Permit No. 190



Harold Marconnette

Campus Mail # 42, Ext. 247

2501 N. 14th Ave., Dodge City, KS 67801



*Center for  
Business & Industry*

*presents*

## **EMPLOYEE MOTIVATION WORKSHOP**

**SPEAKER:  
JOE GILLIAM**

**October 7, 1988**

**Information Numbers:  
HAROLD MARCONNETTE  
OR CONNIE HUDNETT**

**(316) 225-1321 or  
toll-free in Kansas:  
1-800-742-9519**

**Telephone Registration Number:  
(316) 225-4114**